

NEWS MEDIA CONTACT:

John Walsh, 208-526-8646, [Send E-mail](#)

Note to Editors/News Directors: INL and ANNA Inc., Idaho Falls, will sign a \$30 million small-business contract at 4 p.m., Monday, Jan. 9, at the Engineering Research Office Building, 2525 Fremont Ave., Idaho Falls. Media are welcome to attend.

INL to award \$30 million small-business contract

Idaho National Laboratory will sign a multiyear, \$30 million contract for architectural/engineering work Monday, Jan. 9, with ANNA Idaho, Inc. This marks the successful completion of an innovative experiment in awarding small-business contracts, an experiment that began last October when INL's Supply Chain Management hosted a "match-making" conference in Idaho Falls.

ANNA Idaho, a subsidiary of ANNA, Inc., Annapolis, Md., is the lead partner for a winning team of five small companies and one large firm.

Other partners on the winning team are Vista Engineering Technologies, LLC, Los Alamos Technical Associates, Burns and Roe Enterprise (the large-business partner), Longenecker & Associates, and Portage, Inc. All six companies on the team have offices in Idaho Falls.

Under the contract, ANNA Idaho will provide architect and engineering services to support projects and engineering tasks in planning, pre-conceptual and conceptual design, cost and schedule estimating and detailed design.

The team formed following the Inaugural Business Matching Conference. At the conference, 10 small and 10 large engineering/architectural firms were brought together. The goal was to let the companies meet and then form teams to prepare proposals for the INL contract.

Five separate teams were formed and submitted proposals, a number that pleased Jim Simonds, Supply Chain director for Battelle Energy Alliance. "We were excited and encouraged by the overwhelming response that our innovative procurement approach received. We developed five strong bids from the teams."

INL has a strong commitment to supporting small businesses, and the laboratory took an innovative approach to attracting interested small businesses to bid on work," Simonds explained. "The challenge for small businesses wanting to bid on technical projects is that often they don't have all the resources and expertise needed for the work. This is where the idea for the matching conference came in."

The small and large businesses went through a type of matching process. Each of the large businesses met briefly with each of the small businesses to compare technical strengths and capabilities.

Don Stevens, INL Project Procurement manager and conference chairman, said the hope was that at the end of the day, some of the small and large businesses would form teams to submit proposals.

The main requirement of the participating firms was that each team submitting a proposal must have at least one small and one large business as partners and a small business must be the lead.

INL is one of the U.S. Department of Energy's ten multiprogram national laboratories. The laboratory performs work in each of the strategic goals areas of DOE – energy, national security, science and environment. INL is the nation's leading center of nuclear energy research and development. Battelle Energy Alliance operates the laboratory for DOE.

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